

B-FSS-96 ESTIMATED SALES (NOV 1997)

The "Estimated Sales" column of the Schedule of Items shows (1) a twelve-month reading of purchases in dollars or purchases in units as reported by the previous Contractor(s), or (2) estimates of the anticipated dollar volume where the item is new. The absence of a figure indicates that neither reports of previous purchases nor estimates of sales are available.

The SINS for schedule number 056 are listed below

| SIN # | SIN Title | Total Sales in \$ |
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| 206 3 | Alternative and Renewable Energy Solutions, Including Solar Energy Systems and Solar Lighting, Fuel Cells, Wind Power: | \$14,627,834 |
| 206 4 | Energy Saving Lighting, Energy Efficient and/or Environmentally Friendly Lamps (light bulbs), Lighting Fixtures and Accessories, Indoor Emergency Lighting, Reading Lights, Lighting Sensor Systems: | \$9,792,968 |
| 206 12 | Airport Lighting, and related accessories: | \$1,016,478 |
| 253 2 | Wheel & Tire Equipment: | \$1,853,840 |
| 253 19 | Diagnostic Equipment: | \$427,071 |
| 253 20 | Vehicle Material Handling Equipment: | \$7,623,525 |
| 253 24 | Lubrication Equipment: | \$200,020 |
| 253 39 | Air Compressors: | \$415,334 |
| 253 40 | Environmental Equipment and Services related to Maintenance and Repair Shop Equipment: | \$5,992,844 |
| 253 46 | Miscellaneous Maintenance and Repair Shop Supplies: | \$1,164,085 |
| 253 48A | Pressure Cleaners - Underwriters Laboratories (UL) 1776 Certified: | \$2,913,101 |
| 253 48C | Pressure Cleaners - Not UL-1776 Certified: | \$959,631 |
| 253 49 | Automatic Cleaning Machines & Parts Washers: | \$1,838,131 |
| 253 50 | Blasters and Media: | \$1,006,887 |
| 253 51 | Spray Paint Booths and Equipment: | \$1,703,090 |
| 253 52 | Miscellaneous Abrasives: | \$1,748,714 |
| 253 90 | Ancillary Services related to Maintenance and Repair Shop Equipment: | \$316,618 |
| 253 91 | Lease/Rental of Vehicle Maintenance and Repair Shop Equipment: | \$0 |
| 253 97 | Ancillary Repair and Alterations related to Maintenance and Repair Shop Solutions | \$0 |
| 253 99 | Introduction of New Services/Products relating to Maintenance and Repair Shop Equipment: | \$6,734,656 |
| 357 02 | Warehouse Trucks & Tractors - | \$3,074,641 |
| 357 03 | Utility Trucks, Platform Trucks, Hand Trucks and Mail Carts - | \$1,875,189 |
| 357 08 | Dock Plates, Boards, Ramps, and Bridges | \$968,759 |
| 357 09B | Pallet Trucks - | \$1,318,914 |
| 357 10C | Spill Containment Units, Containment Pallets, Non-Wooden Pallets - | \$5,102,015 |
| 357 11C | Warehouse Equipment and Supplies - | \$2,707,356 |
| 357 97 | Ancillary Repair and Alterations related to Warehouse Equipment Solutions | \$0 |
| 357 98 | Ancillary Services relating to Warehouse Equipment and Supplies, relating to and ordered in conjunction with products purchased under the supply schedule contract - | \$35,952 |

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| 357 99 | Introduction of New Products/Services, related to Warehouse Equipment and Supplies - | \$1,851,149 |
| 361 01 | Scaffolding And Accessories | \$1,288,006 |
| 361 05 | Work & Service Platforms - | \$7,307,859 |
| 361 10A | Pre-Engineered and Prefabricated Buildings and Structures for Storage Solutions: | \$77,829,632 |
| 361 10B | Pre-Engineered and Prefabricated Buildings and Structures for In-Plant Solutions: | \$12,546,854 |
| 361 10D | Pre-Engineered and Prefabricated Buildings and Structures for Military, Disaster/Emergency Response, and Medical Facility Solutions: | \$20,100,889 |
| 361 10E | Pre-Engineered and Prefabricated Buildings and Structures for Professional Facility Solutions: | \$20,957,341 |
| 361 10G | Pre-Engineered and Prefabricated Buildings and Structures for Outdoor Shelter and Security Shelter Solutions: | \$2,799,420 |
| 361 10H | Pre-Engineered and Prefabricated Buildings and Structures for Restroom, Shower, and Laundry Solutions: | \$7,613,769 |
| 361 20A | Above Ground Storage Tanks/Systems: | \$1,954,266 |
| 361 24 | Fuel Management Systems/Units, Fuel Dispensing Units, Fuel Monitoring Systems: | \$2,089,773 |
| 361 27 | Ancillary Services for Above Ground Storage Tanks/Systems, Fuel Dispensing Units, and Fuel Management Systems: | \$1,988,715 |
| 361 28 | Installation and Site Preparation for Above Ground Storage Tanks/Systems, Fuel Dispensing Units, and Fuel Management Systems: | \$327,346 |
| 361 30 | Ancillary Services relating to Pre-Engineered/Pre-Fabricated Buildings and Structures: | \$13,180,771 |
| 361 32 | Ancillary Services relating to Pre-Engineered/Pre-Fabricated Buildings and Structures: | \$23,813,319 |
| 361 50 | Leasing of Pre-Engineered/Prefabricated Buildings and Structures: | \$11,951,086 |
| 361 97 | Ancillary Repair and Alterations related to Pre-Engineered/Prefabricated Building and Structures Solutions | \$0 |
| 361 97A | Ancillary Repair and Alterations related to Above Ground Storage Tanks, Fuel Dispensing Equipment, and Fuel Management System Solutions | \$0 |
| 361 99 | Introduction of New Services and Products related to Above Ground Storage Tanks/System: | \$890,398 |
| 361 99A | Introduction of New Services and Products related to Pre-Engineered/Prefabricated Buildings and Structures: | \$1,046,670 |
| 383 2 | Portable, Standby, Backup or Prime Generators: | \$30,702,933 |
| 383 5 | Batteries and Battery Chargers: | \$13,602,235 |
| 383 9 | Battery and Alternator Monitoring Systems; Battery Spill Containment Systems; Parts and Accessories | \$1,869,742 |
| 383 10 | Portable Light Towers: | \$8,380,521 |
| 412 3 | Surge Protection/Suppression: | \$165,808 |
| 412 8 | Hard Wired Surge Protection and EMI/RFI Filtration Devices | \$127,378 |
| 412 14 | Uninterruptible Power Supplies: | \$32,121,243 |

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| 412 15 | Power Distribution Units | \$14,334,821 |
| 412 17 | Switchgear, Panelboards, Switchboards, Load Centers, Metering: | \$10,506,203 |
| 412 19 | Transformers | \$2,072,734 |
| 412 21 | Electrical, Voltage, Generator Controls, Electric Motors, Motor Controllers/Motor Control Centers: | \$9,834,025 |
| 412 50 | Ancillary Service related to Power Distribution Equipment: | \$24,703,468 |
| 412 51 | Installation and Site Preparation Services for Power Distributon Equipment: | \$6,436,428 |
| 412 52 | Power Systems Engineering Support: | \$4,821,012 |
| 412 97 | Ancillary Repair and Alterations for Alternative Energy Systems, Power Generation Equipment, Generators, and Batteries Solutions | \$0 |
| 412 99 | Introduction of New Services and Products related to Power Distribution Equipment, Generators and Batteries: | \$2,375,697 |
| 563 4 | Roofing Materials, Products and Services: | \$34,689,959 |
| 563 6 | Access and Portable Flooring: | \$433,370 |
| 563 8 | Erosion Control Fabric & Gabions | \$223,770 |
| 563 15 | Solar Window Film | \$183,786 |
| 563 16 | Security Film, Blast Mitigation, Bullet Resistant, and Glass Fragmentation Products for Doors, Windows, and Walls | \$857,434 |
| 563 23 | Doors, Windows, Panels, and Shutters: | \$582,545 |
| 563 25 | Plumbing Products and Bathroom Fixtures: | \$2,000,764 |
| 563 27 | Industrial and Commercial Heating/Air Conditioning Units, Air Purification Equipment, HVAC Systems, Boiler Systems, Space Heaters, Air Curtains, Fans and Blowers: | \$8,341,866 |
| 563 28 | Industrial and Commercial Electric and Gas Water Heaters, Boiled Water Heaters: | \$433,303 |
| 563 29 | Miscellaneous Building Materials: | \$19,072,087 |
| 563 30 | Portable Roads, Airstrips, Helipads: | \$2,551,770 |
| 563 97 | Ancillary Repair and Alterations for Building Materials Solutions | \$130,153 |
| 563 98 | Ancillary Services related to Building Materials/Supplies: | \$1,569,467 |
| 563 99 | Introduction of New Services and Products related to Building Materials/Supplies: | \$1,925,639 |
| 629 01A | Forklifts-Electric, Gas, LPG, and Diesel Powered - | \$23,930,433 |
| 629 05 | Maintenance, Rental and Lease of Forklifts | \$29,634 |
| 641 1 | Water Purification Units: | \$5,001,757 |
| 641 2 | Water Filtration Systems: | \$8,915,755 |
| 641 6 | Sewage Treatment Equipment/Systems: | \$161,388 |